

## Message Text

UNCLASSIFIED

PAGE 01 STATE 219716

63

ORIGIN COME-00

INFO OCT-01 AF-06 EUR-12 ISO-00 EB-07 /026 R

DRAFTED BY COM/BIC/OED/MEPD/LENGLESON/LW

APPROVED BY EB/OCA/CM/BEBYRON

COM/BIC/OED/MEPD/JSANDS

EUR/NE/NACHILLES(INFO)

AF/EP:LWHITE (INFO)

COM/BIC/OIM (INFOCOPY)

----- 114509

R 152313Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY LONDON

INFO AMEMBASSY NAIROBI

AMEMBASSY DAR ES SALAAM

UNCLAS STATE 219716

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: GRANGER ASSOCIATES BID ON EAST AFRICAN POST AND  
--- TELEGRAPH TENDER NUMBER 474

1. GRANGER ASSOCIATES HAVE BEEN CONCERNED REGARDING  
SUBJECT TENDER THAT SERIOUS CONSIDERATION IS BEING GIVEN  
TO BIDS WHICH DO NOT CONFORM TO THE PUBLISHED TENDER  
SPECIFICATIONS IN THE AREAS OF EQUIPMENT FIELD  
EXPERIENCE OR PERFORMANCE CHARACTERISTICS. THEY HAVE ALSO  
HEARD THAT PTT REPRESENTATIVES OF CERTAIN MEMBER NATIONS  
HAVE INDICATED THEIR INTENTION TO WITHDRAW FROM THE  
COMMUNITY RELATIONSHIP IF AN UNSATISFACTORY SUPPLIER IS  
SELECTED. GRANGER HAS ALSO EXPRESSED THEIR CONCERN TO  
THE WORLD BANK CHIEF OF TELECOMMUNICATIONS.

2. GRANGER HAS REQUESTED EMBASSIES' ASSISTANCE STATING  
THAT THE CROWN AGENTS IN MILLBANK LONDON ARE EVALUATING  
THE BIDS AND THAT THE CROWN AGENTS IN NAIROBI WILL  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 219716

ULTIMATELY MAKE THE DECISION. SHOULD GRANGER BE

SUCCESSFUL, THE PROJECT WOULD BE U.S. SOURCE. HOWEVER, GRANGER ASSOCIATES LTD., GRANGER CORNER, WEYBRIDGE IS HANDLING THE NEGOTIATION. THE DIRECTOR OF SALES IS MR. HARRY BRENNON, PREVIOUSLY EASTERN MANAGER LOCATED IN MENLO PARK, CALIFORNIA, TELEPHONE BYFLEET 44260.

3. MAJOR EXPORT PROJECTS DIVISION AND GRANGER ASSOCIATES WILL APPRECIATE EXPRESSING OFFICIAL USG INTEREST IN U.S. FIRMS PARTICIPATION AND SENDING ANY RECOMMENDATIONS AS TO HOW GRANGER CAN INCREASE ITS PROBABILITIES OF OBTAINING THIS CONTRACT. SISCO

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 SEP 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE219716  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/OED/MEPD/LENGLESON/LW  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750320-0109  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750949/aaaabrcm.tel  
**Line Count:** 72  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** RowellE0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 11 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <11 JUN 2003 by MaustMC>; APPROVED <02 FEB 2004 by RowellE0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** GRANGER ASSOCIATES BID ON EAST AFRICAN POST AND --- TELEGRAPH TENDER NUMBER 474  
**TAGS:** BEXP  
**To:** LONDON  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006